

Message Text

UNCLASSIFIED

PAGE 01 SANTIA 06040 231607Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-07 /022 W
-----053747 231707Z /42
R 231534Z JUL 77
FM AMEMBASSY SANTIAGO
TO USDOC WASHDC
INFO SECSTATE WASHDC 5790

UNCLAS SANTIAGO 6040

E. O. 11652: N/A
TAGS: BEXP, PE
SUBJECT: MINING AND CONSTRUCTION TRADE MISSION JULY 1977

1. ORGANIZATION FOR MISSION BY EMBASSY LIMA AND ADVANCE OFFICER OUTSTANDING. SPECIAL KUDOS FROM MISSION MEMBERS FOR COMMERCIAL ATTACHE KOHN. PERUVIAN GOVERNMENT, PUBLIC SECTOR AND PRIVATE INDUSTRY RECEPTION OF MISSION AT HIGHEST LEVELS CONTRIBUTED TO OVERALL QUOTE GLOW OF SUCCESS. MISSION SCHEDULE COMPLETELY FULL WITH OVER 200 APPOINTMENTS REALIZED. ALL IN SPITE OF CURRENT ECONOMIC PROBLEMS AND ONE DAY QUOTE PARTIAL UNQUOTE STRIKE WHICH VIRTUALLY CLOSED CITY. EXCELLENT PRESS COVERAGE WITH SUBSTANTIVE ARTICLES AND PHOTOS DAILY. TELEVISION COVERAGE ON ALL MAJOR CHANNELS.

2. ALL IMPORTANT PERUVIAN GOVERNMENT, PUBLIC AND PRIVATE SECTOR ORGANIZATIONS HOSTED MISSION, INCLUDING BANCO MINERO WITH MINISTRY OF INDUSTRY AND MINES, CONFEDERACION NACIONAL DE COMERCIANTES, SOCIEDAD DE INGENIEROS AND INSTITUTO DE INGENIEROS DE MINAS DEL PERU. MISSION DIRECTOR PAID COURTESY CALLS ON ALL OF ABOVE. ESPECIALLY USEFUL WERE VISIT TO MINISTRY OF ENERGY AND MINES AND COMMERCE MINISTRY. RECEPTION HOSTED BY AMBASSADOR SHLAUDEMAN DREW OVER 150. SEVERAL IMPORTANT CONTACTS REALIZED DURING RECEPTION.

3. GENERAL STRIKE SCHEDULED FOR TUESDAY JULY 18 SLOWED BUT DID NOT STOP BUSINESS APPOINTMENTS. MAJORITY OF APPOINTMENTS UNCLASSIFIED

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WERE KEPT THROUGH LUNCH AND AT LEASE FIFTY PERCENT OF AFTERNOON APPOINTMENTS COMPLETED. IMPORTANT INTERVIEWS WERE RESCHEDULED WEDNESDAY JULY 19. DURING LUNCH, DINNER AND EVENING FREE TIMES.

4. MISSION COMPOSITION 4 OTM, 1 NTE, 5 NTM. TOTAL SALES LEADS OBTAINED 103 OF WHICH NTE 12 NTM 46. NO ACTUAL SALES DURING MISSION VISIT. PROJECTED SALES DOLLARS 3 MILLION OF WHICH

NTE DOLLARS 250,000 AND NTM DOLLARS 450,000. SALES REPRESENTIVES LEADS OF NTE/NTM TOTALLED 78. ONE REPRESENTATIVE SIGNED. OTHER NTE/NTM COMPANIES WILL SIGN AGREEMENTS AFTER MISSION OF DURING RETURN VISIT. ONE JOINT VENTURE, WHICH WILL REQUIRE IMMEDIATE RETURN VISIT, UNDER CONSIDERATION.

5. ALL COMPANIES REPORT OBJECTIVE ACHIEVED OR PARTIALLY ACHIEVED. PARTIAL ACHIEVEMENT DUE MAINLY TO UNCERTAIN ECONOMIC CLIMATE AND DIFFICULTY IN OBTAINING FINANCING WHICH RESULTED IN LACK OF IMMEDIATE SALES.

6. MISSION EXPENSES HELD TO LESS THAN ESTIMATED.
BOYATT

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Expiration:
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Handling Restrictions: n/a
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Review Release Event: n/a
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Review Withdrawn Fields: n/a
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Secure: OPEN
Status: NATIVE
Subject: MINING AND CONSTRUCTION TRADE MISSION JULY 1977
TAGS: BEXP, PE
To: COM
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